

MOTIVATIONAL STRATEGIES

ASKING OPEN-ENDED QUESTIONS:

- Questions that often elicit lengthy responses, not “yes” or “no” answers
- Encourages the client to explore and share his or her feelings, experiences and perspectives

UTILIZING REFLECTIVE LISTENING:

- When a counselor listens to a client’s thoughts, perceptions and feelings then restates them for the purpose of clarification and further exploration
- Use in the majority of responses to the client

AFFIRMING THE CLIENT:

- Noting strengths and accomplishments, complementing or making statements of appreciation and understanding to the client
- Builds rapport with the client, as well as self-confidence and demonstrates respect

SUMMARIZING THE CLIENT’S THOUGHTS:

- Linking together a series of statements or main themes said by the client and presenting back a condensed version
- Three types: collecting, linking and transitional summaries

ELICITING CHANGE TALK:

- Change talk – statements said by the client that favor changing unhealthy behaviors and describe the reasons for and advantages of changing
- Four categories: disadvantages of the status quo, advantages of change, optimism for change and intention to change

ASKING PERMISSION AND GIVING ADVICE TO THE CLIENT:

- Dispense advice only when given permission, when the client specifically asks for it or when the client is obviously headed in a direction that is detrimental to his or her recovery.

PRESENTING A MENU OF OPTIONS:

- Treatment options allow the client to select which methods work best for him or her.
- One method of treatment is not effective for all clients.
- Counselors should remain knowledgeable about all available treatment options, regardless if they agree with the method.

ROLLING WITH RESISTANCE:

- Responses from a client that express opposition to an idea, observation or plan
- Four types: arguing, interrupting, negating and ignoring